

20592

**ADOPTED**  
BOARD OF TRUSTEES OF  
COMMUNITY COLLEGE DISTRICT NO. 508

BOARD OF TRUSTEES OF COMMUNITY COLLEGE DISTRICT NO. 508  
County of Cook and State of Illinois

MAY 8 - 1998

TELECOURSE LICENSE AGREEMENT  
PUBLIC BROADCASTING SERVICE (PBS)  
CENTER FOR OPEN LEARNING  
WASHINGTON COLLEGE

COUNTY OF COOK  
AND STATE OF ILLINOIS

THE CHANCELLOR

REPORTS

the Board of Trustees has annually renewed agreements with Public Broadcasting Service (PBS) for the lease for telecourses for open air broadcast and use in learning centers since 1987; and

that an Agreement has been negotiated with PBS to license rights to eighteen (18) telecourses for the Fall 1997 semester (9-1-97 to 12-31-97) at the fees listed plus an enrollment fee of \$20 per student:

Against all Odds as Math 125 for a flat fee of \$500;  
American Adventure as History 111 for a flat fee of \$500;  
Business and the Law as Business 211/212 for a flat fee of \$500;  
Chinese, The as History 212 for a flat fee of \$500;  
College Algebra as Math 140 for a flat fee of \$500;  
Destinos, 1. as Spanish 101 for a flat fee of \$500;  
Discovering Psychology as Psychology 201 for a flat fee of \$500;  
Economics USA as Economics 201 for a flat fee of \$500;  
Ethics in America as Philosophy 107 for a flat fee of \$500;  
Government by Consent as Political Science 201 for a flat fee of \$500;  
Literary Visions as Literature 110 for a flat fee of \$500;  
Planet Earth, as Physical Science 101 for a flat fee of \$500;  
Sales Connection as Business 237 for a flat fee of \$500;  
Sociological Imagination as Sociology 203 for a flat fee of \$500;  
Something Ventured as Business 258 for a flat fee of \$500;  
Taking the Lead as Business 269 for a flat fee of \$500;  
Voices & Visions as Literature 111 for a flat fee of \$500; and  
World of Abnormal Psychology as Psychology 213 for a flat fee of \$500.

RECOMMENDS

that the Board of Trustees approves this agreement with PBS stating the terms and conditions whereby the City Colleges of Chicago may be granted telecourse licenses for open air broadcast and use in learning centers for \$9,000.00 plus an enrollment fee of \$20 per student, and authorizes the Chairman and Secretary to execute this Agreement on behalf of the Board.

Respectfully submitted,

Wayne D. Watson  
Chancellor

May 8, 1998

20592

AMENDMENT FOR FALL 1997  
TELECOURSE LICENSE TERM:  
SEPTEMBER 1, 1997 -  
DECEMBER 31, 1997

EDUCATIONAL INSTITUTION  
LICENSE AGREEMENT

HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

EXHIBIT A  
(PAGE 1)

TITLE OF TELECOURSE / FEES

- AGAINST ALL ODDS: INSIDE STATISTICS  
\$500 + \$20 PER STUDENT
- AMERICAN ADVENTURE  
\$500 + \$20 PER STUDENT
- BUSINESS AND THE LAW  
\$500 + \$20 PER STUDENT
- CHINESE, THE  
\$500 + \$20 PER STUDENT
- COLLEGE ALGEBRA: IN SIMPLEST TERMS  
\$500 + \$20 PER STUDENT
- DESTINOS I: INTRO TO SPANISH  
\$500 + \$20 PER STUDENT
- DISCOVERING PSYCHOLOGY  
\$500 + \$20 PER STUDENT
- ECONOMICS USA  
\$500 + \$20 PER STUDENT
- ETHICS IN AMERICA  
\$500 + \$20 PER STUDENT
- GOVERNMENT BY CONSENT  
\$500 + \$20 PER STUDENT
- LITERARY VISIONS  
\$500 + \$20 PER STUDENT
- PLANET EARTH  
\$500 + \$20 PER STUDENT
- SALES CONNECTION, THE: PRINCIPLES OF SELLING  
\$500 + \$20 PER STUDENT
- SOCIOLOGICAL IMAGINATION, THE: INTRO TO SOCIOLOGY  
\$500 + \$20 PER STUDENT
- SOMETHING VENTURED: SMALL BUSINESS MANAGEMENT  
\$500 + \$20 PER STUDENT
- TAKING THE LEAD: THE MANAGEMENT REVOLUTION  
\$500 + \$20 PER STUDENT
- VOICES AND VISIONS  
\$500 + \$20 PER STUDENT
- WORLD OF ABNORMAL PSYCHOLOGY  
\$500 + \$20 PER STUDENT

Board of Trustees of Community College  
District No. 508, County of Cook and  
State of Illinois

MAY 8 - 1998

(DATE)

(SIGNATURE BY INSTITUTION)  
CHAIRMAN OF THE BOARD

AUG 12 1997

(DATE)

(SIGNATURE BY PBS)

*Patricia A. Buck*  
ASSISTANT BOARD SECRETARY

APPROVED AS TO LEGAL COUNSEL  
*[Signature]*  
GENERAL COUNSEL

20592

INSTITUTION LICENSE

HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

**EXHIBIT B**

TITLE: AGAINST ALL ODDS  
PRODUCER: Consortium for Mathematics and Its Applications (COMAP).

DESCRIPTION: AGAINST ALL ODDS: INSIDE STATISTICS is an introductory statistics television course which provides and exploration of statistical processes, stressing data-centered topics rather than the more traditional path from probability to formal inference. A valuable tool for statisticians who have been reemphasizing the importance of collection and description of data with applicability in academic and corporate training settings. State-of-the-art sequentially animated graphics, on-location footage, and face-to-face interview weaves a powerful tapestry of visual information that no textbook alone can equal.

TELEVISION PROGRAMS: Twenty-six half-hour programs.

PRINT MATERIALS:

For Students:

TEXTBOOK: David S. Moore and George P. McCabe, Introduction to the Practice of Statistics. Second Edition. New York, NY: W.H. Freeman & Co., 1992 (ISBN#: 0-7167-2250-X).

STUDY GUIDE: Telecourse Study Guide for Introduction to the Practice of Statistics. New York, NY: W.H. Freeman & Co., 1992. Second Edition. (ISBN: 0-7167-2452-9).

MINITAB GUIDE: A guide covering course materials for use with MINITAB software, is also available from W.H. Freeman and Company, Second Edition, 1992. (ISBN: 0-7167-2483-9).

All available from: W.H. Freeman & Co., 4419, West 1980 South, Salt Lake City, UT 84104.

For Faculty and Administrators:

FACULTY MANUAL: AGAINST ALL ODDS: INSIDE STATISTICS Faculty Telecourse Guide and Solutions Manual, 1993. The faculty guide includes guidelines for organizing and teaching telecourses, sample letters and advice on promoting usage of television courses. Complete solutions of all test problems and sample examinations are included. One copy of the guide is provided to each institution paying a television course license fee. Additional copies available at \$25 each. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698.

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20592

INSTITUTION LICENSE

HAROLD WASHINGTON COLLEGE  
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**EXHIBIT B**

TITLE: THE AMERICAN ADVENTURE  
PRODUCER: DALLAS TELECOURSES

DESCRIPTION: THE AMERICAN ADVENTURE focuses on the human story as well as the political and economic stories of America. From Columbian contact to the Civil War and Reconstruction, this course vividly illustrates how wars and treaties, elections and legislation affected the people of the United States and helped develop America's democratic spirit.

TELEVISION PROGRAMS: There are 26 color programs, each 30 minutes in length.

PRINT MATERIALS:

For Students:

TEXT - Nash, Jeffrey, Howe, Frederick, Davis, & Winkler. The American People: Creating a Nation and a Society, Vol. I to 1877. First Edition. New York, NY: Harper & Row, Publishers, Inc., 1986. Textbook can be obtained upon written request to the publisher at: Harper & Row, Publishers, Inc., Order Department, Keystone Industrial Park, Scranton, PA 18512

STUDY GUIDE - John Trickel. Telecourse Guide for THE AMERICAN ADVENTURE. First Edition. New York, NY: Harper & Row, Publishers, Inc., 1987. Study Guide can be obtained upon written request to the publisher at: Harper & Row, Publishers, Inc., Order Department, Keystone Industrial Park, Scranton, PA 18512

For Faculty and Administrators:

Faculty Manual to THE AMERICAN ADVENTURE. The manual includes a complete overview of the course, an administrative guide, a faculty guide, student examinations and promotional materials. One copy of the manual will be provided to each institution or consortium paying a licensing fee.

**20592**

INSTITUTION LICENSE

**HAROLD WASHINGTON COLLEGE**  
(NAME OF INSTITUTION)

**EXHIBIT B**

TITLE: BUSINESS AND THE LAW  
PRODUCER: Southern California Consortium

DESCRIPTION: BUSINESS AND THE LAW emphasizes contracts and the legal system. By including modules on the law of sales, commercial paper, agency, and property -- and examining such critical legal environment topics as government regulation, employment practices, and consumer and environment protection -- students will gain a comprehensive overview of law and the world of business.

TELEVISION PROGRAMS: 30 half-hour programs

PRINT MATERIALS:

For Students:

TEXTBOOK: "Business Law: Principles and Cases" by Davidson, Knowles, Forsythe, and Jespersen. Third Edition. Boston: PWS-Kent Publishing Co., 1989. (ISBN# 0534-918824.)

STUDY GUIDE: "Business and the Law Telecourse Study Guide" by the Southern California Consortium. First Edition. Boston: PWS-Kent Publishing Co., 1989. (ISBN# 0-534-91894-8.)

College bookstore orders for textbook or study guide should be mailed to: PWS-Kent Publishing Company, 20 Providence Street, Boston, MA 02116

For Faculty and Adminsitrators:

"BUSINESS AND THE LAWS FACULTY MANUAL." First Edition. Southern California Consortium, 1989. One desk copy will be provided to each institution or consortium paying a television course license fee.

: 20592

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HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

**EXHIBIT B**

TITLE: THE CHINESE  
PRODUCER: GPN

DESCRIPTION: THE CHINESE takes students from the countryside, where ancestral customs and beliefs survive, to Tiananmen Square, where political tensions erupted in apocalyptic violence. The programs explore the people, history and heritage of a fascinating civilization more than 5,000 years old. Intimate, rarely seen glimpses of daily life unveil the conflict between long-established customs and government-mandated changes. What caused the incendiary public discontent that flared into violence at Tiananmen Square? Is China's future one of turbulence and upheaval or peaceful evolution? Up-to-date appraisals examine prospects of the world's most populous nation. THE CHINESE was produced during a period of unprecedented access for Western journalists -- access that disappeared in the wake of the Tiananmen Square revolt. Host Mike Chinoy, CNN correspondent in China, witnessed the Tiananmen massacre. He is joined by China experts including Smith College's Steven Goldstein and Dartmouth's Margaret Pierson.

TELEVISION PROGRAMS: Twenty-six half-hour television programs.

PRINT MATERIALS:

For Students:

TEXTBOOK: The Chinese: Adapting the Past, Facing the Future, Center for Chinese Studies, 1991. Available from: GPN; P.O. Box 80669; Lincoln, NE 68501.

STUDY GUIDE: The Chinese Study Guide, GPN, 1992. Available from: GPN; P.O. Box 80669; Lincoln, NE 68501.

For Faculty and Administrators:

THE CHINESE Telecourse Faculty Guide is available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314. One desk copy of the manual will be provided to each institution paying a licensing fee.

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**EXHIBIT B**

TITLE: COLLEGE ALGEBRA: IN SIMPLEST TERMS  
PRODUCER: Consortium for Mathematics and Its Applications, Inc.  
(COMAP)

DESCRIPTION: COLLEGE ALGEBRA: IN SIMPLEST TERMS is an introductory algebra course intended for undergraduates at two- and four-year institutions, and adults in continuing education. This comprehensive, 26-program course takes the viewer step by step to a thorough understanding and working knowledge of the concepts and practical, real-life applications of algebra -- one of the most widely required college mathematics courses. COLLEGE ALGEBRA employs on-location documentary segments, studio presentations, and state-of-the-art computer graphics to provide the most effective means of communicating course material, while offering an innovative and varied approach to instruction. COLLEGE ALGEBRA: IN SIMPLEST TERMS is part of the Annenberg/CPB Collection.

TELEVISION PROGRAMS: 26 half-hour programs

PRINT MATERIALS:

For Students:

TEXTBOOK: Lial, Margaret L. and Miller, Charles D. College Algebra. Fifth Edition. Glenview, IL. HarperCollins Publishers, August 1991. (ISBN#: TBA). College bookstore orders should be mailed to: HarperCollins Publishers, 1900 East Lake Avenue, Glenview, IL 60025

STUDY GUIDE: Lindstrom, Peter. College Algebra: In Simplest Terms Telecourse Guide. First Edition. Glenview, IL. HarperCollins Publishers, August 1991. (ISBN#: TBA). College bookstore orders should be mailed to: HarperCollins Publishers, 1900 East Lake Avenue, Glenview, IL 60025

For Faculty and Administrators:

College Algebra: In Simplest Terms Telecourse Faculty Guide includes guidelines for organizing and teaching television courses, advice on promoting usage of television courses, and complete instruction on using the telecourse. Also provided is a Test Bank and Solutions Manual. One copy of the manual can be obtained through the PBS Adult Learning Service upon telecourse licensing. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698.

20592

INSTITUTION LICENSE

HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

**EXHIBIT B**

TITLE: DESTINOS  
PRODUCER: WGBH Boston

DESCRIPTION: DESTINOS: AN INTRODUCTION TO SPANISH is a two-semester Spanish language telecourse. Designed to give students full communicative proficiency in Spanish, this telecourse uses a uniquely Hispanic genre, the "telenovela," to combine dramatic storyline with instruction. The story begins with a wealthy Mexican patriarch, nearing the end of his life, who reveals a secret he has kept from his family for years. Raquel Rodriguez, a Mexican-American lawyer, is hired to help him learn the answers to some important questions. Raquel's search takes her to Spain, Argentina, Puerto Rico, and back to Mexico, exposing students to the rich and diversified cultural context in which Spanish is spoken worldwide. The context of each episode introduces students to basic structures, language functions and vocabulary groups that are presented in the programs and resource materials.

TELEVISION PROGRAMS: 52 half-hour television programs.

PRINT MATERIALS:

For Students:

TEXTBOOK - DESTINOS: AN INTRODUCTION TO SPANISH by VanPatten, Marks, and Teschner, First Edition, New York, NY, McGraw-Hill, Inc., September 1992. (ISBN 002069-8)

WORKBOOK/STUDY GUIDE - DESTINOS: AN INTRODUCTION TO SPANISH by VanPatten, Marks, and Teschner, First Edition, New York, NY, McGraw-Hill, Inc., September 1992. ISBN 002074-4, First Semester, ISBN 002075-2, Second Semester.

MAIL BOOKSTORE ORDERS TO: McGraw Hill, Inc.; 1221 Avenue of the Americas; New York, NY 10020; Attn.: College Division, Foreign Languages Marketing.

For Faculty and Administrators:

DESTINOS: AN INTRODUCTION TO SPANISH. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698. On desk copy of the faculty guide will be provided to each institution paying a television course licensing fee.

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# 20592

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HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

## EXHIBIT B

TITLE: DISCOVERING PSYCHOLOGY  
PRODUCER: WGBH Boston in association with the American  
Psychological Association

DESCRIPTION: DISCOVERING PSYCHOLOGY, part of the Annenberg/CPB Collection, covers the fundamental principles and major concepts of psychology. The host of the video programs is Philip Zimbardo, who has taught introductory psychology for more than 30 years, weaves the thread of each program topic through original footage of classic experiments, interviews with renowned psychologists, and documentaries on emerging research.

TELEVISION PROGRAMS: 26 half-hour programs

### PRINT MATERIALS:

For Students:

TEXTBOOK A: PSYCHOLOGY AND LIFE by Philip G. Zimabrdo, Thirteenth Edition. (ISBN #0-673-46509-8).

STUDY GUIDE A: DISCOVERING PSYCHOLOGY Study Guide by Ellie Goldberg, Second Edition. (ISBN #0-673-46672-8). College bookstore orders should be mailed to: HarperCollins, 1900 East Lake Avenue, Glenview, IL 60025.

TEXTBOOK B: PSYCHOLOGY: SCIENCE, BEHAVIOR AND LIFE by Robert L. Crooks and Jean Stein. Second Edition. (ISBN #0-03-033699-6).

STUDY GUIDE B: DISCOVERING PSYCHOLOGY Study Guide by Ellie Goldberg and Morton Friedman, First Edition. (ISBN #0-03-038454-0). College bookstore orders should be mailed to: Harcourt, Brace, Jovanovich, 6277 Sea Harbor Drive, Orlando, FL 32887.

TEXTBOOK C: PSYCHOLOGY by Spencer A. Rathus. Fourth Edition. (ISBN #0-03-030214-5-Student's Edition); (ISBN #0-03-030424-5-Instructor's Edition.)

STUDY GUIDE C: DISCOVERING PSYCHOLOGY Study Guide by Ellie Goldberg and Frank J. Valtano, First Edition. (ISBN #0-03-032794-6). College bookstore orders should be mailed to: HarperCollins, 1900 East Lake Avenue, Glenview, IL 60025.

For Faculty and Administrators:

Three separate faculty telecourse manuals coordinated with the above texts and study guides will be available through the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698. When ordering your faculty guide, please specify which text/study guide you will be using for DISCOVERING PSYCHOLOGY. One copy of the guide is provided to each institution or consortium upon paying a telecourse licensing fee.

**EXHIBIT B**

TITLE: ECONOMICS U\$A  
PRODUCER: EDUCATIONAL FILM CENTER in cooperation with  
WHARTON ECONOMETRICS FORECASTING ASSOCIATES and  
Intelecom

DESCRIPTION:

ECONOMICS U\$A is a comprehensive television course in macro and micro economics, designed to address the sharply increasing demand for quality college economics courses in this critical field of study. The television series is an absorbing documentary examination of major historic and contemporary events that have shaped 20th century American economics. Through the use of interviews, commentary and analysis, the series establishes a clear relationship between abstract economic principles and concrete human relationships. Guiding the student in this television course are former CBS and ABC network correspondents, David Schoumacher, and Richard T. Gill, former professor of economics at Harvard University.

TELEVISION PROGRAMS: 28 half-hour television program

PRINT MATERIALS:

For Students:

TEXTBOOK - Mansfield, Edwin and Nariman Behravesh. ECONOMICS U\$A. Fourth Edition. N.Y.: W.W. Norton & Company, 1995. (ISBN#: 0-393-96641-0).

STUDY GUIDE - Behravesh, Nariman. Telecourse Study Guide for ECONOMICS U\$A. Fourth Edition. N.Y.: W.W. Norton & Company, 1995. (ISBN#: 0-393-96670-4).

For Faculty and Administrators:

The manual includes an overview of the course, a faculty guide, a test bank, and discussions topics. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698. One copy of the manual will be provided to each institution or consortium member paying a telecourse license fee. Additional faculty manuals may be purchased by telecourse licensees only.

INSTITUTION LICENSE

**HAROLD WASHINGTON COLLEGE**  
(NAME OF INSTITUTION)**EXHIBIT B**

TITLE: ETHICS IN AMERICA

PRODUCER: Columbia University Seminars on Media and Society; print materials developed by WNET-New York

DESCRIPTION: Ethics in America examines contemporary ethical conflicts and provides a grounding in the language, concepts, and traditions of ethics. At the core of the course is a television series that places experts from government, the press, medicine, law, business and the military directly in the line of fire. Guided by the probing questions of skilled lawyers, luminaries from C. Everett Koop to T. Boone Pickens, Antonin Scalia to Peter Jennings and Geraldine Ferraro to Jeane Kirkpatrick grapple with moral concerns that arise in both personal and professional life. Each program illuminates a key ethical concept, motivating students to explore the topic further in the accompanying study materials.

TELEVISION PROGRAMS: 10 one-hour programs/3 audio programs

PRINT MATERIALS:

For Students:

SOURCE READER: Newton, Lisa H. ETHICS IN AMERICA Source Reader. First Edition. Englewood Cliffs, NJ: Prentice Hall, 1988. (ISBN#: 013290180-3)

TEXT/STUDY GUIDE: Newton, Lisa H. ETHICS IN AMERICA Study Guide. First Edition. Englewood Cliffs, NJ: Prentice Hall, 1988. (ISBN#: 013290206-0)

College bookstore orders for above print materials should be mailed to: College Marketing Department, Prentice Hall, Englewood Cliffs, NJ 07632

For Faculty and Administrators:

ETHICS IN AMERICA Faculty/Administrative Manual, 1988. The manual includes suggestions that actively involve students in the study of ethics. One desk copy will be provided to each institution or consortium paying a television course license fee.

**EXHIBIT B**

TITLE: GOVERNMENT BY CONSENT  
PRODUCER: Dallas County Community College District

DESCRIPTION: GOVERNMENT BY CONSENT, a one-semester American government survey course, focuses on teaching students how to access their government. The new telecourse's content marries political science instruction with examples of how students involve themselves in government. GOVERNMENT BY CONSENT attempts to change students' perceptions of government as a removed, larger than life process which seems inaccessible to most citizens.

TELEVISION PROGRAMS: 26 half-hour programs

## PRINT MATERIALS:

For Students:

TEXTBOOK: AMERICAN GOVERNMENT AND POLITICS TODAY by Steffen W. Schmidt, Mack C. Shelley II, and Barbara A. Bardes. Third Edition. St. Paul, MN: West Publishing Company, 1989. (ISBN #0-314-45005-X.) College bookstore orders should be mailed to: West Publishing Co., 50 West Kellogg Boulevard, P.O. Box 64526, St. Paul, MN 55164

STUDY GUIDE: Telecourse Study Guide for GOVERNMENT BY CONSENT, A NATIONAL PERSPECTIVE by See Lee/DCCCD. First Edition. Dubuque, IA: Kendall/Hunt Publishing Company, 1990. College bookstore orders should be mailed to: Kendall/Hunt Publishing Co., 2460 Kerper Boulevard, Dubuque, IA 52001

For Faculty and Administrators:

Faculty Guide for GOVERNMENT BY CONSENT, A NATIONAL PERSPECTIVE. Dallas County Community College District, 1990. The guide includes a complete overview of the course, a faculty guide, student examinations and implementation materials. One desk copy of the guide will be provided to each institutions paying a television course license fee for this course.

20592

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HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

**EXHIBIT B**

TITLE: LITERARY VISIONS

PRODUCER: Southern California Consortium, Instructional Television Consortium and Maryland Public Television

DESCRIPTION:

LITERARY VISIONS brings literature to life with dramatizations of individual works and readings of literary passages. This introduction to literature incorporates both contemporary and traditional works in its selection of literary texts, and places a strong emphasis on writing about literature as a way for students to learn and use advanced compositional techniques. Organized around three major genres of literature -- short fiction, poetry, and drama -- the television programs examine literary elements such as character, plot, and symbolism.

TELEVISION PROGRAMS: 26 half-hour television programs.

PRINT MATERIALS:

For Students:

TEXTBOOK - LITERATURE: AN INTRODUCTION TO READING AND WRITING by Edgar V. Roberts and Henry E. Jacobs. Third Edition, Englewood Cliffs, NJ, Prentice Hall, 1992. (ISBN #0-13-535683-0.) Available from: Prentice Hall, Order Department, 200 Old Tappan Road, Old Tappan, NJ 07675.

STUDY GUIDE - Study Guide for LITERARY VISIONS by Elizabeth F. Penfield. First Edition, Englewood Cliffs, NJ, Prentice Hall, 1992. (ISBN #0-13-529462-2.) Available from: Prentice Hall, Order Department, 200 Old Tappan Road, Old Tappan, NJ 07675.

For Faculty and Administrators:

LITERARY VISIONS Faculty Manual by the Southern California Consortium, First Edition, November, 1991. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698. One copy will be provided to each institution paying a telecourse licensing fee.

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# 20592

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HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

## EXHIBIT B

TITLE: PLANET EARTH

PRODUCER: WQED/Pittsburgh, in association with the National Academy of Sciences

DESCRIPTION: PLANET EARTH is an introductory study of our planet - its interior, oceans, continents, mountains and volcanoes, energy and mineral resources, climate, sun and atmosphere. The PLANET EARTH telecourse offers an excellent introduction to science in general and the geosciences in particular. Students will be introduced to internationally recognized experts sharing their theories, models and opinions; on-location film footage will take students to places and events they might not otherwise see; animation and graphic displays afford an opportunity to "see" more difficult concepts.

TELEVISION PROGRAMS: 7 one-hour programs (also available as 14 half-hour programs)

### PRINT MATERIALS:

For Students:

TEXT/STUDY GUIDE: (Four Options) Option #1: Schmidt, Victor. PLANET EARTH and the New Geoscience: Standard Version. First Edition. Dubuque, IA: Kendall/Hunt Publishing Co., 1985. (ISBN#: 0-8403-3809-0.) Option #2: Schmidt, Victor. PLANET EARTH and the New Geoscience: Geophysical - Geological Perspective. First Edition. Dubuque, IA: Kendall/Hunt Publishing Co., 1986. Option #3: Schmidt, Victor. PLANET EARTH and the New Geoscience: Environmental Perspective. First Edition. Dubuque, IA: Kendall/Hunt Publishing Co., 1986. Option #4: Schmidt, Victor. PLANET EARTH and the New Geoscience: Solar System Perspective. First Edition. Dubuque, IA: Kendall/Hunt Publishing Co., 1986.

College bookstore orders should be mailed to: Kendall/Hunt Publishing Co., Order Department, 2460 Kerper Boulevard, Dubuque, IA 52001

For Faculty and Administrators:

PLANET EARTH Faculty Manual and Administrative Package. University of Pittsburgh External Studies Program. The manual includes an overview of the course, a faculty guide, an administration guide, sample student examination questions and discussion topics. One copy of the manual will be provided to each institution or consortium paying a license fee.

# 20592

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HAROLD WASHINGTON COLLEGE  
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## EXHIBIT B

TITLE: THE SALES CONNECTION  
PRODUCER: Southern California Consortium

DESCRIPTION: This telecourse is designed to provide aspiring salespeople, and those already involved in sales, with the tools and insights they need to compete in the age of long-term, consultative-style selling. In each program, several of our nation's top sales experts will offer valuable information and advice about identifying sales prospects, as well as developing and maintaining good sales relationships. Students will be able to see theories and processes put to practical use through the first-hand stories of professional salespeople. These real-life sales specialists will be videotaped "in the trenches" as they go through their normal routine of identifying prospects, setting sales appointments, preparing for presentations, meeting with clients, striving for closure, and servicing their sales. Finally, the information presented in the program will be expanded to other sales areas through several brief "up close and personal" looks at successful sales professionals.

TELEVISION PROGRAMS: 26 half-hour television programs.

### PRINT MATERIALS:

For Students:

TEXTBOOK - SELLING TODAY: A PERSONAL APPROACH by Gerald L. Manning and Barry L. Reece, Fifth Edition, Boston, MA, Allyn and Bacon Publishers, January 1992. (ISBN #0-205-13250-0)

STUDY GUIDE - Telecourse Study guide for THE SALES CONNECTION by the Southern California Consortium, First Edition, Boston, MA, Allyn and Bacon Publishers, May 1992. (ISBN #0-205-13251-0)

MAIL BOOKSTORE ORDERS TO: Allyn and Bacon; Order Department; 200 Old Tappan Road; Old Tappan, NJ 07675.

For Faculty and Administrators:

Faculty Manual for THE SALES CONNECTION, Southern California Consortium, August 1992. This manual provides information regarding the design and development of the course, keys to course promotion and administration, and a complete course outline, including objectives for each lesson. It also contains a comprehensive test bank to evaluate student learning. Available from the Southern California Consortium.  
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# 20592

INSTITUTION LICENSE

HAROLD WASHINGTON COLLEGE

(NAME OF INSTITUTION)

## EXHIBIT B

TITLE: THE SOCIOLOGICAL IMAGINATION  
PRODUCER: Dallas Telecourses

DESCRIPTION: THE SOCIOLOGICAL IMAGINATION: INTRODUCTION TO SOCIOLOGY is a carefully integrated and comprehensive instructional series. This television course is designed to give an in-depth look at groups, communities, institutions, and social situations that illustrate major sociological concepts. Each of the television program lessons is structured as a documentary, featuring interviews with people in their family settings, at work, school, church, and play. Expert commentary from leading sociologists also provides a strong academic context to the issues examined in each documentary program. This telecourse provides a visually-exciting, academically sound introduction to the multi-faceted nature of sociological study.

TELEVISION PROGRAMS: 26 half-hour television programs

### PRINT MATERIALS:

TEXTBOOK: Sociology in a Changing World. Second Edition. Kornblum, William. Holt, Rinehart and Winston, 1991. ISBN #0-03-030993-X

STUDY GUIDE: Study Guide for The Sociological Imagination: Introduction to Sociology. Currier, Glenn. Holt, Rinehart and Winston, 1991. ISBN #0-03-052637-X.

### For Faculty and Administrators:

Faculty Guide for The Sociological Imagination: Introduction to Sociology. Currier, Glenn. Dallas Telecourses, 1991. Available through the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698. One copy of the manual will be provided to each institution or consortium paying a telecourse licensing fee.



1 20592

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HAROLD WASHINGTON COLLEGE  
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**EXHIBIT B**

TITLE: SOMETHING VENTURED: SMALL BUSINESS MANAGEMENT  
PRODUCER: Southern California Consortium

DESCRIPTION: SOMETHING VENTURED: ENTREPRENEURIAL APPROACH TO SMALL BUSINESS MANAGEMENT is a business telecourse designed to provide aspiring entrepreneurs, and those already involved in a small business venture, with the tools needed to enhance their potential for success. In this telecourse, students are afforded the unique opportunity to observe a variety of small businesses in operation. The documentary footage is then analyzed and assessed by a council of leading experts in the small business arena. Each of the major modules concludes with a program that profiles a single small business. These more in-depth case studies bring life and dimension to the course of study by allowing students to apply the information they are learning to a real-life situation.

TELEVISION PROGRAMS: 26 half-hour programs

PRINT MATERIALS:

For Students:

TEXTBOOK: Longenecker, Justin G. and Moore, Carlos W. Small Business Management. Eighth Edition. Cincinnati, OH. South-Western Publishing Company, January 1991. (ISBN#: 0-538-80789-X). College bookstore orders should be mailed to: South-Western Publishing Company, 5101 Madison Road, Cincinnati, OH 45227.

STUDY GUIDE: Southern California Consortium. Telecourse Study Guide for SOMETHING VENTURED. First Edition. South-Western Publishing Company, August 1991. (ISBN#: 0-538-81334-2). College bookstore orders should be mailed to: South-Western Publishing Company, 5101 Madison Road, Cincinnati, OH 45227.

For Faculty and Administrators:

SOMETHING VENTURED Faculty Manual. Southern California Consortium, August 1991. The manual provides a history of the course development, keys to course promotion and administration, and a complete course outline, including objectives for each lesson. It also contains a Test Bank to evaluate student learning from the retention level through synthesis and evaluation. One copy of the faculty manual will be provided to each institution paying a television course license fee. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698.

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INSTITUTION LICENSE

HAROLD WASHINGTON COLLEGE  
(NAME OF INSTITUTION)

**EXHIBIT B**

TITLE: TAKING THE LEAD  
PRODUCER: Intelcom (Southern California Consortium)

DESCRIPTION: This business management telecourse provides an overview of management in the nineties with an emphasis on the competencies that are essential for success. TAKING THE LEAD: THE MANAGEMENT REVOLUTION features such noted authorities as Warren Bennis, John Kotter, Geore Labovitz, and William Ouchi, and provides students with an inside view of management in a variety of businesses, including General Dynamics, Hybritech, Patagonia, and the Four Seasons Hotel. Course organization is based on the major functions of management -- planning, organizing, staffing, directing, and controlling. Topics of such current importance as the cultural and social diversity of the workforce, Total Quality Management (TQM), social responsiveness and ethics, and multinational markets and competition are woven throughout the course.

TELEVISION PROGRAMS: Twenty-six half-hour programs

PRINT MATERIALS:

For Students:

TEXTBOOK: Introduction to Management by Plunkett and Attner, Fifth Edition, Wadsworth Publishing Company, Belmont, CA, August 1993. (ISBN#0-534-93321-1). Available from: Wadsworth Publishing Company, 7625 Empire Drive, Florence, KY 41042.

STUDY GUIDE: TAKING THE LEAD Telecourse Study Guide by Intelcom, First Edition, Wadsworth Publishing Company, Belmont, CA, May 1993. (ISBN#0-534-93385-8). Available from: Wadsworth Publishing Company, 7625 Empire Drive, Florence, KY 41042.

FACULTY GUIDE: Faculty Manual for TAKING THE LEAD: THE MANAGEMENT REVOLUTION, Intelcom, First Edition, August 1993. The manual provides information regarding the design and development of the course, keys to course promotion and administration, and a complete course outline, including objectives for each lesson. It also contains a comprehensive test bank to evaluate student learning. One desk copy of the manual will be provided to each institution or consortium paying a telecourse licensing fee.

TEST ITEMS AND ANSWER KEY: Test Items and Answer Key are available on IBM-PC compatible diskettes at \$25 per set. Available from: Intelcom, 150 E. Colorado Blvd., Suite 300, Pasadena, CA 91105-1937, Attn: Marketing Department.

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## EXHIBIT B

TITLE: VOICES & VISIONS

PRODUCER: The New York Center for Visual History, presented by South Carolina ETV Network

DESCRIPTION: VOICES & VISIONS, a survey of modern American poetry, explores the lives and works of thirteen of America's greatest poets. The emphasis in this series is always on the poetry itself. Nevertheless, in every program, careers are richly documented; analysis and visualization abound. Key works are performed and discussed, their texts displayed by use of image processors, character generators, computer graphics and optical animation.

TELEVISION PROGRAMS: 13 one-hour programs

### PRINT MATERIALS:

For Students:

TEXTBOOK: DiYanni, Robert. MODERN AMERICAN POETS: THEIR VOICES AND VISIONS. First Edition. New York: Random House, 1987. (ISBN#: 0-394-36279-9)

TRADEBOOK: Vendler, Helen. VOICES & VISIONS: THE POET IN AMERICA (Critical Essays). First Edition. New York: Vintage Books, 1987. (ISBN#: 0-394-53520-0)

College bookstore orders for textbook or tradebook should be mailed to: Random House, 400 Hahn Road, Westminster, MD 21157

STUDY GUIDE: Lichenstein, Alice Rabi; Purves, Alan; Carnevale, Robert. VOICES & VISIONS STUDY GUIDE. First Edition. Dubuque, IA: Kendall/Hunt Publishing, 1987. College bookstore orders for study guide should be mailed to: Kendall/Hunt Publishing, 2460 Kerper Boulevard, Dubuque, IA 52001

For Faculty and Administrators:

VOICES & VISIONS FACULTY/ADMINISTRATOR'S MANUAL by Alan Purves. First Edition. One desk copy will be provided to each institution or consortium paying a television course license fee.

20592

INSTITUTION LICENSE

HAROLD WASHINGTON COLLEGE

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**EXHIBIT B**

TITLE: WORLD OF ABNORMAL PSYCHOLOGY

PRODUCER: Alvin H. Perlmutter, Inc., with Toby Levine Communications

DESCRIPTION: THE WORLD OF ABNORMAL PSYCHOLOGY is a 13-part telecourse that explores the complex causes, manifestation, and treatment of common behavior disorders. Interviews with patients give students an invaluable perspective on the emotional toll paid by those who suffer from behavioral disorders. In addition, analysis by therapists and other mental health professionals presents the multiple approaches to treatment. The course introduces abnormal behavior in the context of psychological well-being to show these behaviors along a continuum from functional to dysfunctional.

TELEVISION PROGRAMS: 13 one-hour television programs.

PRINT MATERIALS:

For Students:

TEXTBOOK - ABNORMAL PSYCHOLOGY AND MODERN LIFE, by Robert C. Carson and James N. Butcher, Ninth Edition, New York, NY, HarperCollins, February 1992. (ISBN #0-673-46488-1)

STUDY GUIDE - THE WORLD OF ABNORMAL PSYCHOLOGY Television Course Study Guide, edited by Toby Kleban Levine, First Edition, New York, NY, HarperCollins, February 1992. (ISBN #0-673-46548-9)

TEXT/STUDY GUIDE - The Text and Study Guide are also available together as a package. (ISBN #0-673-46549-7)

MAIL BOOKSTORE ORDERS TO: HarperCollins Publishers, 1900 East Lake Avenue, Glenview, IL 60025.

For Faculty and Administrators:

THE WORLD OF ABNORMAL PSYCHOLOGY Telecourse Faculty Guide includes the instructional elements from the study guide plus complete video synopses identifying researchers and clinicians who appear in each program; extensive print and computerized test files (both Macintosh and IBM compatible); and a listing of recent references for each unit. One desk copy will be provided to each institution paying a telecourse licensing fee. Available from the PBS Adult Learning Service, 1320 Braddock Place, Alexandria, VA 22314-1698 [jn33]